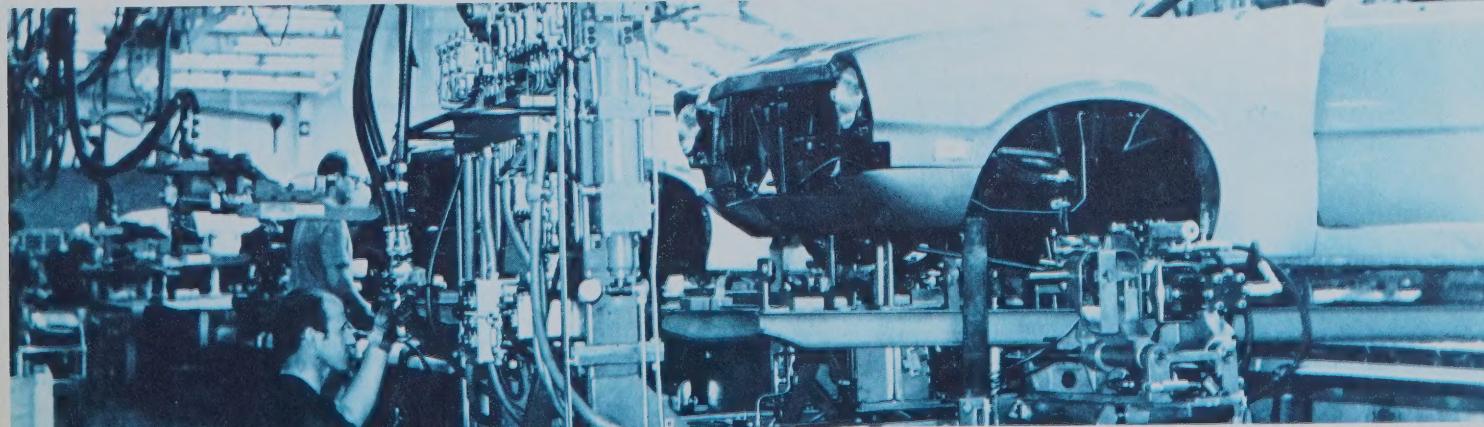
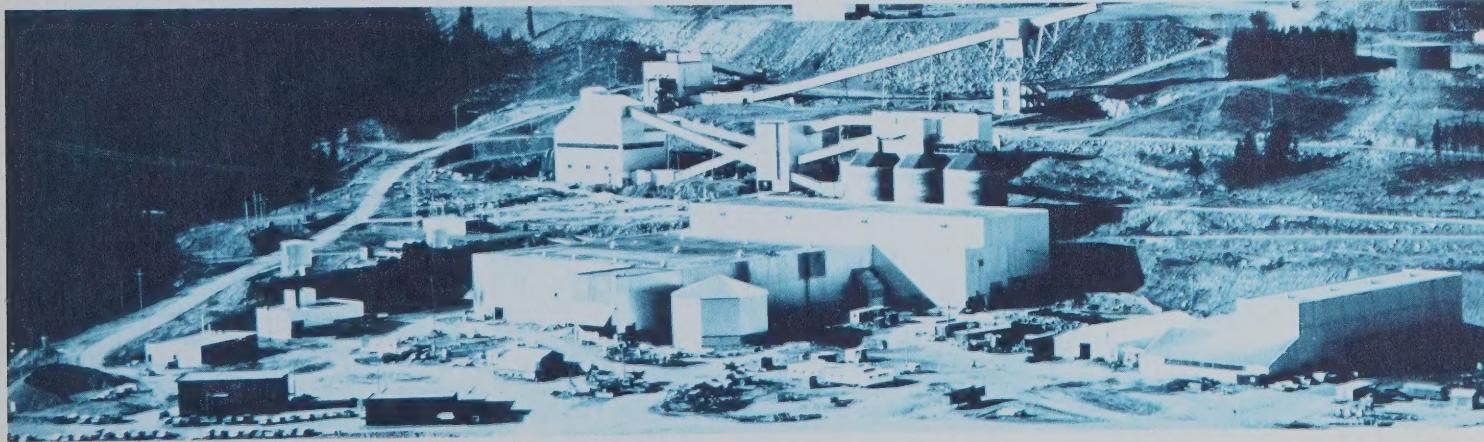
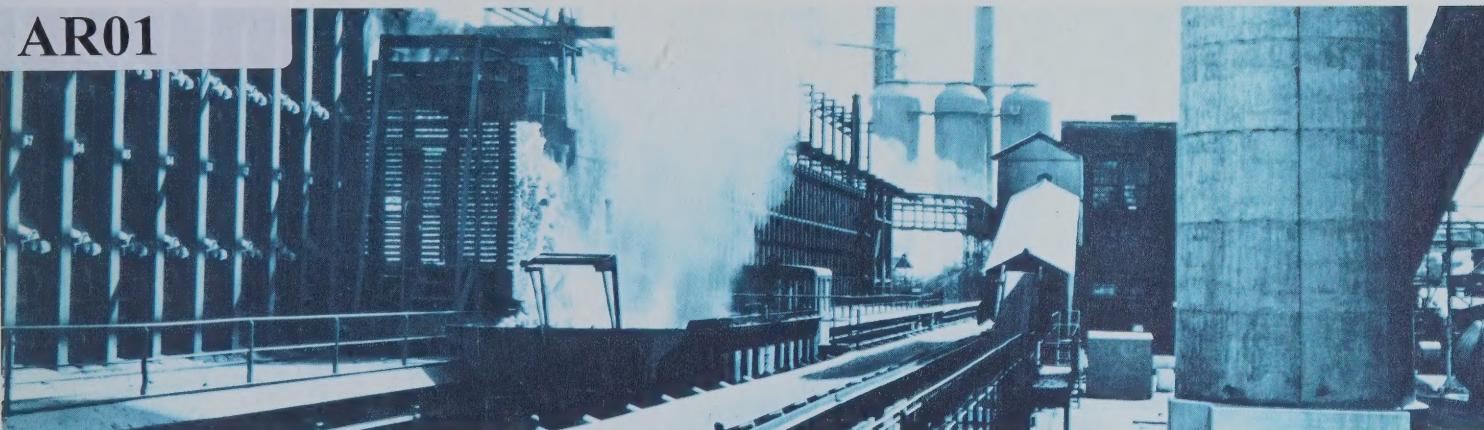




United Funds Management Ltd.

Annual Report for the Year ended December 31, 1970

AR01



UNITED FUNDS MANAGEMENT LTD.
85 Richmond Street West, Toronto

Directors

N. W. Wallace <i>Chairman of the Board</i>	Boston
James B. Prendergast <i>President</i>	Toronto
Gordon E. Eddolls <i>Vice-President</i>	Toronto
John M. Godfrey, Q.C.	Toronto
Alex McD. McBain	Toronto
Cornelius Roach	Kansas City

Other Officers

Stanley R. Anderson <i>Vice-President and Secretary</i>	Toronto
Wilfrid D. Currie <i>Vice-President</i>	Toronto
William R. Miller <i>Vice-President and Treasurer</i>	Toronto
Willem F. Slagt <i>Vice-President</i>	Toronto
Ronald D. Walker <i>Vice-President</i>	Toronto
Robert L. Silverthorne <i>Controller</i>	Toronto
F. Garth Collins <i>Assistant Treasurer</i>	Toronto
W. Donald Forsey <i>Assistant Treasurer</i>	Toronto
Gerald A. Gilbert <i>Assistant Treasurer</i>	Kansas City
Rodney O. McWhinney <i>Assistant Secretary</i>	Kansas City

Legal Counsel

Campbell, Godfrey & Lewtas

Auditors

Price Waterhouse & Co.

Transfer Agent & Registrar

Canada Permanent Trust Company

Listed on:

Toronto Stock Exchange

Sales Offices:

Subsidiary companies maintain Regional Sales Offices in Vancouver, Calgary, Hamilton, Toronto, Ottawa, Montreal and Halifax; and Divisional Sales Offices in 27 other Canadian cities.



To our Shareholders:

Net income for the year was \$450,000 or 36 cents per share. This compares with income for the previous year of \$854,000 or 68 cents per share.

The net income reported includes gain on sale of investments of \$140,000 compared with \$9,000 the previous year and the company's share in the earnings of United Investment Life Assurance Company of \$138,000 compared with \$87,000 in the earlier period.

Profit from operations reflects the economic climate of the year — government and central bank anti-inflation policies, decreased business investment, increased unemployment, cautious consumer spending — and their effects in reduced corporate earnings and a precipitous decline in stock market values. Many of these policies and their effects had begun in 1969, but their sharpest impact came during the past year. By year-end they had achieved the goal of reducing price inflation, and an expansionary attitude was beginning to develop.

MUTUAL FUNDS

The stock market slump—which reached its lowest point in mid-year—brought a decline in United's gross revenues. The severely damped public interest in equity investments resulted in reduced sales of our mutual funds to \$37,500,000 in 1970 from \$130,400,000 the previous year. Net sales revenue (sales charges less salesmen's commissions) declined to \$1,074,000 from \$2,716,000.

Assets under management at year-end had decreased to \$390,000,000 from \$461,000,000 a year ago, and management fees received by your company correspondingly declined to \$2,261,000 from \$2,900,000. The total net assets of the funds were also reduced by approximately three and one-half percent when the freeing of the Canadian dollar changed the value of funds committed to U.S. stocks.

Assets of the various funds sold in Canada at year-end were:

	1970	1969
	Millions	
United Accumulative Fund Ltd.	\$288.0	\$332.2
United Venture Fund Ltd.	60.8	86.3
United American Fund Ltd.	7.2	10.9
United Horizon Fund Ltd.	11.7	16.8
United Pension Fund	3.2	2.1

ADMINISTRATION

Investment research and fund management expenses were increased from previous levels as we progressively strengthen our skills in this area in an effort to improve our investment results.

Selling expenses were reduced through the year by the critical assessment of costs reflected in the closing of a number of sales offices.

Emphasis has been placed on the reduction of administrative expenses on a continuing basis but without impairing the efficiency of the various services provided to our clients.

Subsequent to year-end, the fund management offices were consolidated into the sales and administration headquarters. This move will not only provide economies, but will also improve total home office efficiency and the co-ordination of activities.

MARKETING

Through the year, United Investment Services, our marketing subsidiary, applied its efforts to new products and services — including life insurance, the financial planning service and the registered retirement savings plan — as a marketing strategy designed to offset lessened public interest in mutual funds, per se.

United maintained its leadership in personal investment programs and services with the introduction during the year of its new personal Financial Planning service.

Using this programmed service, our sales representatives are able to assist clients and prospects in preparing a sound personal financial plan combining life insurance with a mutual funds savings plan tailored to the individual requirements.

At the close of the year, efforts were being directed towards the selling of a registered retirement savings plan through the contractual investment in either the Accumulative or Venture Funds.

LIFE INSURANCE

United Investment Life Assurance Company, a 74.9 percent controlled subsidiary, continued its outstanding growth in the volume of life insurance being written. The face value of policies issued during the year totalled \$123,000,000 and insurance in force at December 31 reached \$179,000,000. Dual licenses to sell life insurance and mutual funds are now being issued by all provinces, and the company at year-end had 640 dual-licensed agents.

The accounts of this subsidiary have not been consolidated with those of United Funds Management Ltd. Net income, however, includes our company's share of the earnings of this subsidiary which has been determined in accordance with generally accepted accounting principles. The major adjustment is to defer acquisition costs incurred in the year relating to policies issued, as such costs represent an important asset: the right to receive future premium income. Such costs will be expensed in future years as premium income is received. We wish to point out that these adjustments remain on a conservative basis.

The life assurance company's added stature was marked with the commencement of public trading late in the year of the company's shares in the over-the-counter market. Additional information on the activities of the life assurance company is contained in its 1970 financial report, accompanying this annual report.

THE OUTLOOK

To term 1970 a difficult year would be a massive understatement. However, it did allow us an opportunity for critical re-appraisal. All experience leads to learning and improvement and this is no less true of periods of intense economic pressures. We are confident that more efficient operating policies and the marketing of an increasing number of products and services leave us well-prepared to enjoy the benefits of the economic recovery anticipated for 1971.

In recent months, as the North American stock markets entered an early recovery phase, the funds under our management switched to a more aggressive investment position and have progressively reduced their cash position to less than 10 percent. At February 17, 1971, the total value of the funds under management had increased to \$410,000,000.

Federal government policies to promote economic growth and increase employment opportunities should, along with the high rate of personal savings, create an environment for a substantial increase in mutual fund sales. The cautious consumer mood of 1970 is reflected in the progressive increase during the past 18 months of personal savings as a percentage of disposable income. By the end of the year this had exceeded seven percent, near the upper end of its historic range.

Your management believes that we will obtain increases in mutual fund and life insurance sales and in assets under management in 1971, bringing with them an improvement in profits.

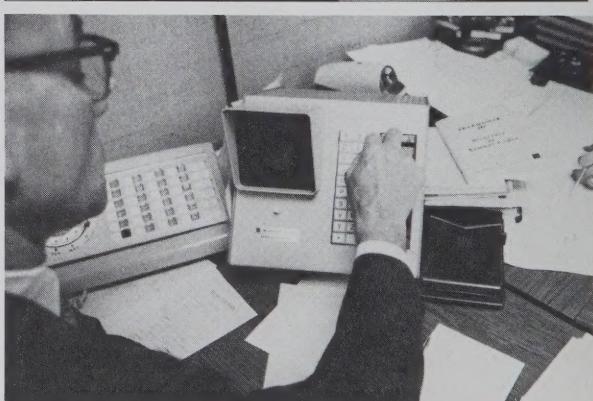
In July of 1970 it was my privilege to assume direction of the United group of companies as President and Chief Executive Officer of United Funds Management Ltd. This appointment was particularly agreeable for me because it brought me home to my own country after 10 years of service as a corporate executive in the United States.

On behalf of the Board of Directors and officers of the company, I wish to express our gratitude to our sales organization and our employees for their contributions during a difficult year. We are appreciative that the success of the company depends upon their dedication and abilities.



J. B. PRENDERGAST
President and Chief Executive Officer

February 17, 1971





UNITED FUNDS MANAGEMENT LTD.

Consolidated Statement of Income and Earned Surplus

	Year Ended December 31	
	1970	1969
	(restated)	
INCOME:		
Sales charges	\$2,545,915	\$7,421,322
Management and advisory fees	2,261,930	2,900,565
Service fees	1,115,552	573,483
Interest, dividends and other income	351,407	258,777
	6,274,804	11,154,147
EXPENSES:		
Salesmen's commissions	1,471,676	4,704,723
Selling, investment research, management and general administration	4,458,691	4,864,808
Income taxes	172,300	826,000
	6,102,667	10,395,531
Add share of earnings of United Investment Life Assurance Company (note 1)	172,137	758,616
138,390	86,966	
Net income before extraordinary item	310,527	845,582
Extraordinary item — Gain on sale of investments	139,622	8,600
Net income for the year	450,149	854,182
Earned surplus, beginning of year	4,275,426	3,421,244
Earned surplus, end of year	\$4,725,575	\$4,275,426
Net income per share before extraordinary item	24.9¢	67.7¢
Net income per share after extraordinary item	36.1¢	68.4¢

Consolidated Statement of Source and Disposition of Funds

	Year Ended December 31	
	1970	1969
	(restated)	
Source of funds:		
From operations:		
Net income for the year	\$ 450,149	\$ 854,182
Non-cash items deducted (added) in arriving at net income —		
Depreciation and amortization	117,704	101,631
Increase in deferred income taxes	12,000	16,000
Increase in equity of United Investment Life Assurance Company	(138,390)	(86,966)
Disposal of investments (net)	624,160	8,630
	1,065,623	893,477
Disposition of funds:		
Investment in Toronto Securities Company	—	134,883
Other investments	—	109,913
Expenditures on fixed assets (net)	50,732	180,253
Investment in subsidiary — United Investment Life Assurance Company	—	502,500
	50,732	927,549
Increase (decrease) in funds during year	\$1,014,891	\$ (34,072)



UNITED FUNDS MANAGEMENT LTD. (Incorporated under the laws of Canada)

Consolidated Balance Sheet

ASSETS	December 31	
	1970	1969 (restated)
Current Assets:		
Cash	\$ 102,463	\$ 238,285
Short-term corporate notes, at cost, which approximates market	2,052,054	1,289,120
Accounts receivable —		
Clients for sale of mutual fund shares	23,134	25,959
Mutual funds for management and advisory fees	170,651	201,897
Toronto Securities Company, affiliate	186,877	76,700
Other	258,885	76,197
Deposits and prepaid expenses	193,644	184,712
Total current assets	2,987,708	2,092,870
Investments:		
United Investment Life Assurance Company, subsidiary (note 1)	1,688,356	1,549,966
Managed mutual funds, at cost (net asset value 1970 — \$137,982; 1969 — \$1,017,153)	138,860	763,020
Toronto Securities Company, affiliate, at cost	134,883	134,883
Other investments, at cost	109,913	109,913
Furniture, Equipment and Leasehold	2,072,012	2,557,782
Improvements, at cost	857,111	848,431
Less accumulated depreciation and amortization	514,651	438,999
	342,460	409,432
	<u>\$5,402,180</u>	<u>\$5,060,084</u>

Auditors' Report

To the Shareholders of
UNITED FUNDS MANAGEMENT LTD.

We have examined the consolidated balance sheet of United Funds Management Ltd. and its subsidiaries as at December 31, 1970 and the consolidated statements of income and earned surplus and source and disposition of funds for the year then ended. Our examination included a general review of the accounting procedures and such tests of accounting records and other supporting evidence as we considered necessary in the circumstances. In our opinion these consolidated financial statements present fairly the financial position of the

companies as at December 31, 1970 and the results of their operations and the source and disposition of their funds for the year then ended, in accordance with generally accepted accounting principles applied on a basis consistent with that of the preceding year, after giving retroactive effect to the change in the accounting for earnings of a controlled subsidiary as explained in Note 1 to the consolidated financial statements.

Toronto, Canada,
January 27, 1971.

PRICE WATERHOUSE & CO.
Chartered Accountants.

LIABILITIES, CAPITAL AND SURPLUS

	December 31	
	<u>1970</u>	<u>1969</u>
Current Liabilities:		(restated)
Accounts payable and accrued liabilities	\$ 318,221	\$ 427,424
Commissions payable	76,932	100,928
Income taxes payable	13,146	—
Total current liabilities	<u>408,299</u>	<u>528,352</u>
Deferred Income Taxes	38,000	26,000
Capital:		
Authorized —		
1,250,000 shares without par value	1,250,000	1,250,000
Issued —		
1,248,460 shares	230,306	230,306
Earned Surplus	<u>4,725,575</u>	<u>4,275,426</u>
	<u>4,955,881</u>	<u>4,505,732</u>
	<u><u>\$5,402,180</u></u>	<u><u>\$5,060,084</u></u>

Approved on behalf of the Board: J.B. Prendergast, *Director* Gordon E. Eddolls, *Director*

Notes to Consolidated Financial Statements

December 31, 1970

1. BASIS OF CONSOLIDATION:

The consolidated financial statements include the accounts of United Funds Management Ltd. and the consolidated accounts of United Investment Services Ltd.

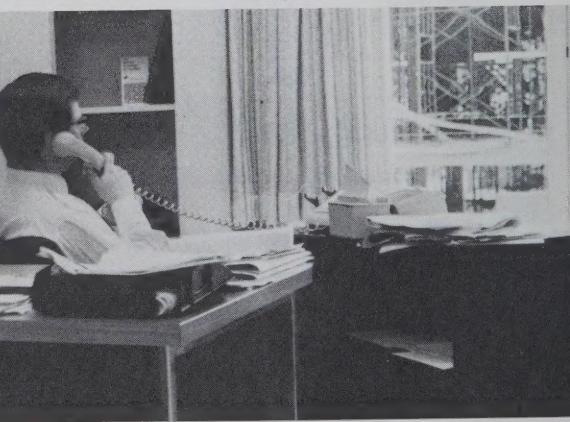
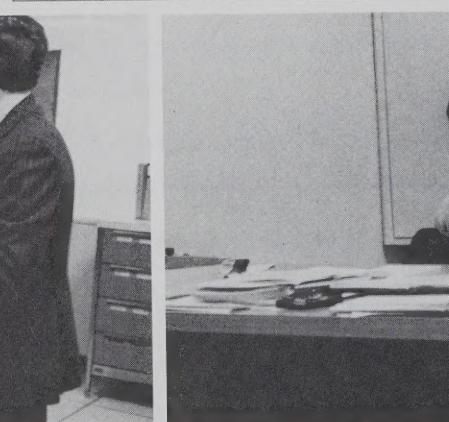
The accounts of United Investment Life Assurance Company, a 74.9% controlled subsidiary, have not been consolidated due to the difference in its activities compared with those of the company and its consolidated subsidiaries. The accounts of this subsidiary, which are prepared in accordance with the accounting requirements of the Superintendent of Insurance for Canada, are appended to this report. As of January 1, 1970, the company retroactively adopted generally accepted accounting principles in determining its share of the earnings of United Investment Life Assurance Company.

Accordingly, acquisition costs incurred in the year in which policies are issued have been deferred and will be expensed as premium income is received, assets that are expensed to comply with statutory requirements are regarded as assets and deferred income taxes have been provided. The effect of this change is to increase the company's share of earnings of United Investment Life Assurance Company by \$203,507 in 1970 and \$156,066 in 1969.

The company's share of earnings in the affiliated partnership of Toronto Securities Company is included in other income.

2. EXPENSES:

No remuneration was paid during the year ended December 31, 1970 to directors of the company for their services as directors. During the year the company paid remuneration totalling \$169,872 to nine officers (including two who are directors) and a subsidiary company paid remuneration totalling \$90,026 to two officers of the company (including one who is a director of the company).





THE UNITED STORY

It is a natural human desire to seek financial independence. Through United Investment Services, United Funds Management makes it possible for a broad cross-section of the Canadian people, who formerly faced great difficulties in trying to fulfil this desire, to turn it into a reality. Whether it be a single person simply looking forward to retirement, or the head of a large, college-bound family planning to travel extensively in later years, United has the plan for both. In the comfort of their own homes, United's clients are able to select their best personal programs of mutual fund investment and term insurance — for the great majority, the most practical and effective combination of long-term capital accumulation and family protection.

UNITED
PENSION
FUND

UNITED
AMERICAN
FUND
LTD.

UNITED
VENTURE
FUND
LTD.

LIFE
INSURANCE
PLANS

UNITED
ACCUMULATIVE
FUND
LTD.

UNITED
HORIZON
FUND
LTD.

UNITED
CAPITAL
INVESTMENT
FUND
LTD.

UNITED
FUNDS
CANADA-
INTERNATIONAL
LTD.

UNITED
INVESTMENT
SERVICES LTD.

UNITED
INVESTMENT
SERVICES
(QUEBEC) LTD.

UNITED
INVESTMENT
LIFE ASSURANCE
COMPANY



UNITED FUNDS MANAGEMENT LTD.

THE UNITED STORY

Investment

United Funds Management Ltd. is a national organization offering Canadians a means of achieving financial independence through a range of specifically designed financial services.

The building of a financial estate has traditionally been regarded as a prerogative of the wealthy. There have been several reasons for this. One of the best routes to the appreciation of capital is through some sort of equity participation. But the average person has also tended to regard this as reserved for an affluent few. The desire to invest has been further hampered by lack of knowledge of how to go about it. And financial planning services have once again been largely available only to major investors.

United recognized that this situation had created a vast unserved potential of small and medium-sized investors. What was needed was an appropriate product, a back-up of planning skills and a means of getting the product to these investors.

Mutual funds, as a sound long-term method of accumulating capital, were the obvious choice. They provide the ability to make cash or regular periodic investments of any size, they are constantly supervised by professional management, their broad diversification gives greater stability and they allow earnings to be compounded through re-investment.

A group of skilled investment managers was assembled by United Funds Management to provide financial analysis and select vehicles for the invested funds. United Investment Services Ltd., a wholly owned subsidiary, was formed to market the concept, through a large group of professional sales representatives who carry the company's message into homes and offices across Canada.

Not surprisingly, there was an enthusiastic public

response, and the United organization quickly became an important factor in the investment community.

United's early success was based on a simple concept — the recognition of a need and the provision of a product and service to fill it. Since then the organization has experienced a truly remarkable rate of growth by continuing to follow that concept.

Even though the initial product and service were finding rapid acceptance in the marketplace, the company recognized that in investment as in anything else, people have different tastes and needs. To provide a variety of products so that customers could tailor their investments more closely to their individual preferences, the company introduced a range of mutual funds offering varied investment objectives. As the number of products grew, the scope of the company's financial planning services was expanded to keep pace.

Insurance

Closely allied with the desire for financial independence is the desire for family protection.

United believes that for either to be done effectively, these two main elements of financial planning should not be combined in an insurance policy. The company already offered an effective means of accumulating capital. The next step to a more fully rounded product line was clearly the provision of the most effective form of protection — term insurance.

Once again, United led the way in creating a simple, straightforward program to provide this service.

United Investment Life Assurance Company was formed to offer a range of term-insurance policies. United then pioneered the now widely accepted concept of dual licensing of its representatives, to better serve clients' needs by offering a unique double service — the opportunity to invest in mutual funds and purchase term insurance.

The response was again remarkable — especially by insurance industry standards. The public showed that it was eager to buy the low-cost, high-value protection of term insurance, and like its parent organization, this new company quickly became a major factor in its industry.

Today, United Investment Services is one of Canada's largest mutual fund and life insurance sales organizations.



Planning

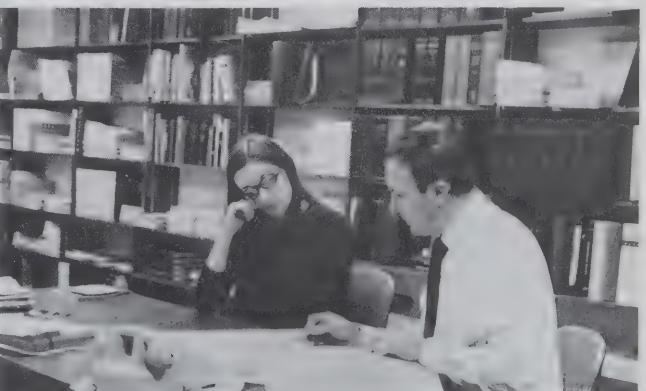
Through its varied selection of mutual funds and its carefully designed range of term insurance policies, United is able to make available to investors at all income levels, programs providing various combinations of investment and life and estate protection. The programs can be geared to maximum capital accumulation or a continuing return, and customers are offered a variety of methods of payment.

For each customer to be able to take full advantage of such a complex array of products and services, however, programs must be tailored to exact needs. United's representatives work with their clients to carefully assemble all the facts of their financial capability and long-term needs before helping them establish their investment and insurance goals.

As each client's program progresses over the years, United's representatives remain in contact providing continuing analysis and guidance.

A key part of this on-going attention is a comprehensive program of client services including — to name but a few — prompt reporting on the status of accounts, transfers between United funds at nominal cost, registered retirement savings plans for tax benefits, and the "Invest-O-Matic" program which permits regular, automatic investments and premium payments through use of pre-authorized cheques.

The company's Home Office services in Toronto — utilizing up-to-date computer and microfilm storage facilities — assure same-day processing of orders received and speed retrieval of records for faster replies to client inquiries and requests.



The funds

United Investment Services is the exclusive distributor of five funds: United Accumulative Fund Ltd.; United Venture Fund Ltd.; United American Fund Ltd.; United Horizon Fund Ltd.; and United Pension Fund. These funds are all managed by United Funds Management Ltd., a public company listed on the Toronto Stock Exchange. United Funds Management also manages the assets of two non-domestic funds: United Funds Canada-International Ltd. and United Capital Investment Fund Ltd.

The United growth record

United Funds Management Ltd. was originally established in 1954 as Continental Investment

Research (Canada) Ltd. The formal beginning of the present company was in 1957, with the founding of United Accumulative Fund Ltd. and subsequently United Investment Services Ltd.

Through the 1960's United Accumulative Fund far out-distanced the Canadian mutual fund industry in additions to its net assets and number of shareholders. In September, 1967, United celebrated 10 years of spectacular growth with the Accumulative Fund amassing \$360 million in net assets and 135,000 fund shareholders. But this was only the beginning. The following month the United American Fund began public participation; in January of 1968, United Venture Fund shares were first sold to the public; one month later the first United Pension Fund units were sold; the following August United Investment Life Assurance Company issued its first policy; and United Horizon Fund acquired its first public shareholders in July of 1969.

By the end of 1970 United had \$390 million in net assets under management, 182,000 fund shareholders, and insurance business in force of \$179 million.

This represented for the decade 1960-1970, a 32-fold increase in its number of shareholders and a 64-fold increase in its total net assets under management.

The future

More than any other factor, the reason for this phenomenal success has been United's understanding of the great public need for effective ways of acquiring capital accumulation and family protection, and providing the plans and services to enable clients to get the most out of them.

Just as it has paved the way to past successes, this searching out of ever-better ways to serve the financial needs of the largest number of people will continue to form the basis for the future. During the coming year, United will be introducing important new services which should have a major impact on the company's performance in years to come.

The company's success in developing and presenting its programs and managing the funds it accumulates has brought it to a unique stature in the Canadian financial community. Having developed the means of servicing a vast reservoir of consumer desire and ability to invest, United reaffirms its continuing commitment to serve — the chief measure of the company's potential for growth during the decade ahead.





United Investment Life Assurance Company
2nd Annual Report FOR THE YEAR ENDED DECEMBER 31, 1970

2nd Annual Report FOR THE YEAR ENDED DECEMBER 31, 1970

(Canada) Ltd. Les débuts officiels de la compagnie accutelle se furent en 1957, avec la fondation de United Accumulative Fund Ltd., puis, plus tard, de United Investment Services Ltd. Au cours des années soixante, United Accumulative Fund s'est classé nettement en tête des autres fonds mutuels canadiens, à la fois pour l'augmentation de son actif net et de son nombre d'actionnaires. En septembre 1967, United Accumulative sare de son expansion spectaculaire. Accumulative Fund avait alors un actif net de \$360 millions et 135,000 actionnaires. Mais ce n'était là qu'un début.

L'avenir

gestion.

Plus que tout autre facteur, l'efficacité le grand besoin chez lui la protection familiale, et le succès passe, cette méthode améliorera pour servir les succès passe, cette méthode grand nombre possible de constituer la base des réels services importants qui déclenchent l'ambition à venir. United States Consumer Information Commission, qui a rencontré des succès dans la promotion de l'efficacité des services familiaux, a déclaré que l'efficacité des services familiaux devrait être étendue à tous les domaines de la vie quotidienne. La Commission a recommandé que l'efficacité des services familiaux devrait être étendue à tous les domaines de la vie quotidienne.

Research (Canada) Ltd. The present company was incorporated in 1963 by the merger of United Accumulative Fund and the United Investment Service. Through the 1960's United out-distanced the Canadian mutual funds in additions to its net assets and assets under management. In September, 1967, United recorded spectacular growth with the fund amassing \$360 million in assets under management. The following month the United Venture Fund shares were first offered to the public; one month later the units were sold; the following month the United Life Assurance Company and United Horizon Fund shareholders in July of 1968. By the end of 1970 United had \$1.2 billion in assets under management, 1.2 million shareholders, and insurance business of \$1.2 billion.

This represented for the decade an increase in its number of shareholders and an increase in its total net assets under management.

The future

More than any other factor, the phenomenal success has been the result of the great public need for a means of capital accumulation and for the plans and services to get the most out of them. Just as it has paved the way for searching out of ever-better financial needs of the largest number of people, United will continue to form the basis for the coming year. United will be introducing new services which should enhance the company's performance.

The company's success in developing and presenting its programs and managing the funds it accumulates has brought it to a unique stature in the Canadian financial community. Having developed the means of servicing a vast reservoir of consumer desire and ability to invest, United reaffirms its continuing commitment to serve — the chief measure of the company's potential for growth during the decade ahead.



To The Shareholders:

The second full year of operation of United Investment Life Assurance was most successful. Our concept of combined selling of mutual funds and life insurance, at one time disputed, has received wide acceptance.

United Life began selling insurance to the public in August, 1968. Sales of new business grew rapidly from \$6 million the first year to \$70 million in 1969 and \$123 million in 1970.

According to preliminary reports, the amount of ordinary new business written in Canada in 1970 declined from \$8.78 billion to \$8.70 billion. Your company's business increased by approximately 75%. On the reasonable assumption that the share of total business written by companies in 1970 was approximately the same as their 1969 share, United Investment Life Assurance would rank 18th among the 115 companies doing business in Canada.

It is important to note that the company's policy lapse rate has been satisfactory and expenses have been well controlled.

The major advance in marketing during the year was the granting of dual licenses by the Province of Quebec. United Investment products have long met with wide sales acceptance in Quebec and the province has for many years been particularly insurance-conscious.

All provinces are now issuing dual licenses. With the brightening outlook for mutual fund participation, we expect our virtually nation-wide dual representation to have a beneficial effect on life insurance sales, through an increase in the number of representatives and clients.

During the year, we concentrated on implementing and expanding the availability of our Financial Planning service. Financial



Research (Canada) Ltd. The present company was incorporated in 1963 by United Accumulative Fund and United Investment Service. Through the 1960's United out-distanced the Canadian additions to its net assets and In September, 1967, United experienced spectacular growth with the amassing \$360 million in individual fund shareholders. But this was only the beginning. The following month the United began public participation in the United Venture Fund shares of the public; one month later the first units were sold; the following month Life Assurance Company and United Horizon Fund shareholders in July of 1968. By the end of 1970 United had assets under management, shareholders, and insurance business of \$1.2 billion.

This represented for the decade an increase in its number of shareholders and an increase in its total net assets.

The future

More than any other factor, the phenomenal success has been the result of the great public need for a means of capital accumulation and for providing the plans and services to get the most out of them. Just as it has paved the way for searching out of ever-better financial needs of the largest number of people, United will continue to form the basis for the coming year. United will be introducing new services which should enhance the company's performance.

The company's success in developing and presenting its programs and managing the funds it accumulates has brought it to a unique stature in the Canadian financial community. Having developed the means of servicing a vast reservoir of consumer desire and ability to invest, United reaffirms its continuing commitment to serve — the chief measure of the company's potential for growth during the decade ahead.

Statement of Income and Deficit

Income:

	Year ended December 31	
	1970	1969 (restated)
Insurance premiums and reinsurance		
commissions	\$ 1,130,742	\$ 419,001
Interest	159,492	91,615
	1,290,234	510,616

Expenses:

Agency, underwriting, selling and		
general administration	538,336	289,483
Commissions	333,370	166,594
Reinsurance premiums	325,084	84,317
Provision for future policy benefits	101,882	65,390
Claims	78,500	5,000
	1,377,172	610,784
Loss for the year	86,938	100,168
Deficit, beginning of year	196,826	46,658
Write-off of investment in Segregated		
Equity Fund (note)	—	50,000
Deficit, end of year	\$ 283,764	\$ 196,826





Note to the Financial Statements December 31, 1970

These financial statements have been prepared in conformity with the accounting requirements of the Superintendent of Insurance for Canada.

The comparative 1969 financial statements have been restated over the amounts previously reported, to conform with these requirements by:

- (a) charging the company's \$50,000 investment in the Segregated Equity Fund to surplus, and
- (b) writing off to expense advances due from agents of \$7,785.

Auditors' Report

To the Shareholders of
United Investment Life Assurance Company:

We have examined the balance sheet of United Investment Life Assurance Company as at December 31, 1970 and the statement of income and deficit for the year then ended. Our examination included a general review of the accounting procedures and such tests of accounting records and other supporting evidence as we considered necessary in the circumstances.

The actuarial liability for insurance contracts has been determined and certified by Mr. M. D. R. Brown, an independent actuary, and has not otherwise been verified by us.

In our opinion, with the foregoing explanation, these financial statements present fairly the financial position of the company as at December 31, 1970 and the results of its operations for the year then ended, in accordance with the accounting requirements of the Superintendent of Insurance for Canada applied on a basis consistent with that of the preceding year, after giving retroactive effect to the changes described in the note to the financial statements.

PRICE WATERHOUSE & CO.
Chartered Accountants

Toronto, Canada,
January 27, 1971





Directors

James B. Prendergast, <i>Chairman of the Board</i>	Toronto
Gordon E. Eddolls, <i>President</i>	Toronto
John H. Walsh, <i>Vice-President and General Manager</i>	Oakville
Maurice Désy, Q.C.	Montreal
John M. Godfrey, Q.C.	Toronto
Graham M. MacLachlan	Toronto
Alex McD. McBain	Toronto
Monte J. Wallace	Boston
Neil W. Wallace	Boston

Other Officers

Stanley R. Anderson, <i>Secretary</i>	
William R. Miller, <i>Treasurer</i>	
Robert L. Silverthorne, <i>Controller and Assistant Treasurer</i>	
W. Donald Forsey, <i>Assistant Treasurer</i>	

REGISTRAR AND TRANSFER AGENT
United Investment Life Assurance Company Toronto

INVESTMENT MANAGER
United Funds Management Ltd. Toronto

CUSTODIAN OF SECURITIES
Bank of Montreal Toronto

LEGAL COUNSEL
Campbell, Godfrey & Lewtas Toronto

AUDITORS
Price Waterhouse & Co. Toronto

CONSULTING ACTUARIES
Eckler, Brown & Company Ltd. Toronto

Research (Canada) Ltd. The present company was incorporated in 1960 as United Accumulative Fund. United Investment Service. Through the 1960's United out-distanced the Canadian additions to its net assets at an average rate of 10% per annum. In September, 1967, United experienced spectacular growth with the fund amassing \$360 million in assets held by fund shareholders. But this was only the beginning. The following month the United Venture Fund began public participation in the United Venture Fund shares held by the public; one month later the units were sold; the following month Life Assurance Company and United Horizon Fund shareholders in July of 1968. By the end of 1970 United had assets under management, shareholders, and insurance business of \$1.2 billion.

This represented for the decade an increase in its number of shareholders and an increase in its total net assets of 100%.

The future

More than any other factor, the phenomenal success has been the result of the great public need for a way of providing capital accumulation and for providing the plans and services to get the most out of them. Just as it has paved the way for searching out of ever-better financial needs of the largest number of people, United will continue to form the basis for the coming year. United will be introducing new services which should enhance the company's performance in the years to come.

The company's success in developing and presenting its programs and managing the funds it accumulates has brought it to a unique stature in the Canadian financial community. Having developed the means of servicing a vast reservoir of consumer desire and ability to invest, United reaffirms its continuing commitment to serve — the chief measure of the company's potential for growth during the decade ahead.



Eckler, Brown & Company Ltd. Toronto

Price Waterhouse & Cie
Toronto

Campbell, Godfrey & Lewtas Toronto

Jornal da Bandeira de Monteiro

ONTOLOGY, NORMATIVE PHILOSOPHY, AND CONSTITUTIONAL LAW 81

CESTIONNARIES

REGISTRARIE ET AGENT DES TRANSFERTS

Stanley R. Anderson, secretary
William R. Miller, treasurer
Robert L. Silverthorne, controller et treasurer adjoint
W. Donald Friesen

Membres de la direction

James B. Prendergast, <i>président du conseil</i>	Gordon E. Eddolls, <i>président</i>	John H. Walsh, <i>vice-président</i>	Oakville	Maurice Desy, C.R.
Toronto	Toronto	gérant général		
Montreal	Montreal			
Toronto	Toronto			
John M. Godfrey, Q.C.	Graham M. MacLachlan	Alex McD. McBain	Monte J. Wallace	Neil W. Wallace
Toronto	Toronto	Toronto	Boston	Boston

Administrators



La Compagnie d'Assurance Vie United Investment
85 Richmond Street West, Toronto, Ontario

(Canada) Ltd. Les débuts officiels de la compagnie actuelle se firent en 1957, avec la fondation de United Accumulative Fund Ltd., puis, plus tard, de United Investment Services Ltd. Au cours des années soixante, United Accumulative Fund s'est classé nettement en tête des autres fonds mutuels canadiens, à la fois pour l'augmentation de son actif net et de son nombre d'actionnaires. En septembre 1967, United Accumulative sare de son expansion spectaculaire. Accumulative Fund avait alors un actif net de \$360 millions et 135,000 actionnaires. Mais ce n'était là qu'un début.

Rapport des Verificateurs

31 décembre 1970

A close-up photograph of a dark, textured surface, likely a leaf or bark, showing a network of veins and a small, light-colored insect or mite crawling on it.

La Compagnie d'Assurance Vie United Investors nous avons examiné le bilan de La Compagnie d'Assurance Vie United Investors au 31 décembre 1970 et l'état du revenu et déficit pour l'exercice clos à cette date. Notre examen a comporté une revue générale des procédures prévues à l'appui que nous avons suivies nécessaires dans d'autres procédures aimées que les sondages de régisitres comparables et d'autres circonstances.

Le passif actif pour les contrats d'assurance a été déterminé et certifié par Monsieur M. D. Brown, actuaire indépendant, et nous pas être autrement vérifié par nous.

À notre avis, en tenant compte des renseignements qu'il précéderont, ces établissements présentent fidélement la situation financière de la compagnie au 31 décembre 1970 et ses résultats d'exploitation pour l'exercice clos à cette date, conformément aux exigences du Directeur des Assurances du Canada, en ce qui concerne les méthodes comparables, lesquelles ont été appliquées de la même manière qu'au cours de l'exercice précédent, après avoir effectué retacitvement les changements décrits dans la note aux états financiers.

Comptables agréés.

Research (Canada) Ltd. The present company was incorporated in 1962 as United Accumulative Fund. United Investment Service Through the 1960's United out-distanced the Canadian additions to its net assets a spectacular growth with the amassing \$360 million in fund shareholders. In September, 1967, United began public participation in the United Venture Fund shares public; one month later the units were sold; the following month Life Assurance Company and United Horizon Fund shareholders in July of 1968. By the end of 1970 United had assets under management, shareholders, and insurance business of \$1.2 million.

This represented for the decrease in its number of shares an increase in its total net assets.

The future

More than any other factor phenomenal success has been of the great public need for aiding capital accumulation and providing the plans and services to get the most out of them. Just as it has paved the way for searching out of ever-better financial needs of the largest number, so it will continue to form the basis for the coming year. United will offer new services which should improve the company's performance.

The company's performance in years to come. The company's success in developing and presenting its programs and managing the funds it accumulates has brought it to a unique stature in the Canadian financial community. Having developed the means of servicing a vast reservoir of consumer desire and ability to invest, United reaffirms its continuing commitment to serve — the chief measure of the company's potential for growth during the decade ahead.

Etat du Revenu et Déficit

(Canada) Ltd. Les débts officiels de la compagnie actuelle se feront en 1957, avec la fondation de United Accumulative Fund Ltd., puis, plus tard, de United Investment Services Ltd. Au cours des années soixante, United Accumulative Fund obtient un résultat net de 10 millions de dollars canadiens, à la fois pour l'augmentation de son actif net et de son nombre d'actionnaires. En septembre 1967, United Gélectrait le 10e anniversaire de son expansion spectaculaire. Accumulative Fund avait alors un actif net de \$360 millions et 135,000 actionnaires. Mais ce n'était là qu'un début.

La Compagnie d'Assurance Vie United Investment

Plus que tout autre facteu
phénoménal a été la faculté
de l'École grande besoîn chez la
famille, et efficaces de s'assurer l'acc
ès protection familiale, et
au maximum.

L'avenir

Cela représente, pour la
sécession, une
augmentation de 32 fois l'
et de 64 fois le montant de
gestion.

Research (Canada) Ltd. The present company was incorporated in 1960 as United Accumulative Fund. United Investment Service. Through the 1960's United out-distanced the Canadian additions to its net assets and In September, 1967, United experienced spectacular growth with the fund amassing \$360 million in assets. But this was only the beginning. The following month the United Fund began public participation in the United Venture Fund shares, which were offered to the public; one month later the units were sold; the following month Life Assurance Company and United Horizon Fund shareholders in July of 1968. By the end of 1970 United had assets under management, 100 shareholders, and insurance business of \$100 million.

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crease in its number of sh-
areholders an increase in its total net asse-

The future

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The company's success in developing and presenting its programs and managing the funds it accumulates has brought it to a unique stature in the Canadian financial community. Having developed the means of servicing a vast reservoir of consumer desire and ability to invest, United reaffirms its continuing commitment to serve — the chief measure of the company's potential for growth during the decade ahead.

Actif		Passif	
1969	31 decembre	1970	1970
(redressé)			
Obligations du gouvernement du Canada au comptabilité, ce qui équivaut au marché	\$ 120,500	\$ 117,800	
Effets à court terme de compagnies, au court, ce qui équivaut au marché	1,757,046	1,692,018	
Encaisse	189,460	111,253	
Fonds d'actions séparé, à la valeur marchande	64,689	49,575	
Autres éléments d'actif	43,707	17,297	
Passif actuairel pour les contrats	\$ 1,987,943	\$ 2,175,402	
Si mistres à payer	145,000	\$ 63,318	
Di aux sociétés affiliées	9,713	16,466	
Fonds d'actions séparé, à la valeur marchande	64,689	49,575	
Autres	50,410	184,769	
Capital:	459,166		
2,000,000 d'actions d'une valeur au pair de \$ 1 chacune	1,000,000		
Emis et entièrement payé -	1,000,000 d'actions		
Surplus versé	1,000,000		
Déficit			

La Compagnie d'Assurance Vie United Investment



De même succès meilleur grand dé I am constitue service au cou Le succès dévelo et la ge assure ciers ment, le servir u des con ment, l' offre du pot de cette

me que cette méthode passees, cette recherche pour servir les numer de possibles de la base des r閏al me à venir, United n'importe quels qui dé le important sur les n'importe quelles de la compagnie des amies à venir c'es des années à veni c'es des années à veni une envergure unik amadiens. Ayant dé un vaste marché en sommateurs et leu United confirme sa de ses services, ce q entiel de croissance de nouvelle décenii

(Canada) Ltd. Les débuts officiels de la compagnie actuelle se firent en 1957, avec la fondation de United Accumulative Fund Ltd., puis, plus tard, de United Investments Services Ltd. Au cours des années soixante, United Accumulative Fund s'est classée nettement en tête des autres fonds mutuels canadiens, à la fois pour l'augmentation de son actif net de son nombre d'actionnaires, et dans le mois suivant l'année 1967, United célèbrait le 10e anniversaire. En septembre 1967, United a alors un actif net de \$360 millions et 135,000 actionnaires. Mais ce n'était là qu'un début.

A la fin d'millions d'et un mois de millions. Cela repri
augment et de 644 ges
tation.

Au cours de l'exercice, nous nous sommes concentrés sur la mise en œuvre et l'expansion de notre service de planification financière. La planification financière s'efforce de trouver un équilibre entre les ressources de chaque personne et la demande particulière et les deux problèmes auxquels elle fait face. C'est-à-dire sa situation financière en cas de vie et sa situation financière en cas de mort. Notre campagne s'occupe de la protection en cas de mort permanente.

Notre campagne soutient, dans la direction des fonds mutuels, procure le programme nécessaire pour atténuer la situation financière des personnes en cas de vie. Le fait que les canadiennes, en nombre croissant, font cette distinction, a contribué à un succès dans la direction de notre compagnie d'assurance United.

Votre direction se lance dans le nouveau développement de programmes d'assurance-vie et recherche les services additionnelles qui s'accordent à notre lagion de concervoir la protection comme fondation de base. Le nombre croissant de canadiennes qui atteignent l'âge de former des familles - l'un des taux les plus élevés de formation des familles d'accident - nous offre un marché en pleine croissance pour les services de planification financière personnelle de United.

Nous saluons cette occasion pour exprimer notre reconnaissance au personnel de la Compagnie d'Assurance Vie United Investors dont les nombreux efforts nous ont permis d'atteindre le succès présent. Nous prévoyons que 1971 sera une excellente année pour la compagnie.



Research (Canada) Ltd. The present company was incorporated in 1960 as United Accumulative Fund. Through the 1960's United out-distanced the Canadian additions to its net assets. In September, 1967, United experienced spectacular growth with the amassing of \$360 million in fund shareholders. But this was not the end. The following month the United began public participation in the United Venture Fund shares public; one month later the units were sold; the following month Life Assurance Company and United Horizon Fund shareholders in July of 1968. By the end of 1970 United had assets under management, shareholders, and insurance business of \$1.2 billion.

This represented for the decade an increase in its number of shareholders and an increase in its total net assets.

The future

More than any other factor, the phenomenal success has been the great public need for capital accumulation and for providing the plans and services to get the most out of them. Just as it has paved the way for searching out of ever-better financial needs of the largest number of people, the company will continue to form the basis for the coming year. United will be introducing new services which should enhance the company's performance.

The company's success in developing and presenting its programs and managing the funds it accumulates has brought it to a unique stature in the Canadian financial community. Having developed the means of servicing a vast reservoir of consumer desire and ability to invest, United reaffirms its continuing commitment to serve — the chief measure of the company's potential for growth during the decade ahead.

Toutes les promesses accordent maintenant des doubles permis. Grâce aux promesses que représente une participation aux fonds mutuels, nous espérons que notre double représentation aux assurances.

Le principal progrès de notre stratégie commerciale au cours de l'exercice, a été l'octroi du double permis par la province de Québec. Les services de United Investors ont depuis longtemps été déployés bien des années particulièrement intéressée aux rencontres un grand succès dans le Québec et cette province de Québec.

Il importe de remarquer que le taux de déchéance des polices de la compagnie a été satisfaisant et que les dépenses ont été bien contrôlées.

La compagnie d'Assurance Vie United Investors a été placée dans le rang des 15 compagnies opérant au Canada. L'approvisionnement la même que celle de 1969, ce qui place cette compagnie d'Assurance Vie United Investors au 18ème rang des 15 compagnies en 1970 à être totale des affaires traitées par les compagnies en 1970 a été d'environ 75%. On peut raisonnablement présumer que la partie ordinaires traitées au Canada à basse, en 1970 de \$8.78 billions ordinaire traitées au Canada à basse, en 1970 de \$8.78 billions selon des rapports préliminaires, le montant des nouvelles affaires

1969 et à \$123 millions en 1970. La compagnie d'assurances United a commencé à vendre des assurances de \$6 millions, la première année, à \$70 millions en

temps, est maintenant largement adoptée. Notez la conception de ventes combinées de fonds mutuels et d'assurances sur la vie, mise en question pendant un certain temps, deuxième exercice complète d'activité de La Compagnie d'Assurance Vie United Investors a été rempli de succès.

Rapport Annuel de la Compagnie d'Assurance Vie United Investors



Aux actionnaires,

(Canada) Ltd. Les débuts officiels de la compagnie actueller se firent en 1957, avec la fondation de United Accumulative Fund Ltd., puis, plus tard, de United Investment Services Ltd. Au cours des années soixante, United Accumulative Fund s'est classé nettement en tête des autres fonds mutuels canadiens, à la fois pour L'augmentation de son actif net et de son nombre d'actionnaires. En septembre 1967, United célébrait le 10e anniversaire de son expansion spectaculaire. Accumulative Fund avait alors un actif net de \$360 millions et 135,000 actions suivant, United A Le moins suivant, United a offert ses actions au public à partir des années 1960. Mais ce n'était là qu'un début. Actions du United Venture, étre vendues au public; un premieres tranches du Un vendues; en août suivant, Vie United Investment est et United Horizon Fund a naires publiques en juillet 1970. United a A la fin de 1970, United a millions d'actif net, 182,0 et un montant d'assurance et de 64 fois le montant de Cela représente, pour la augmentation de 32 fois les millions. Section.

L'avenir

Plus que tout autre facette du phénomène a été la faculté de le grand besoin chez les efficacés de s'assurer l'accès à la protection familiale, et des services permettant et des services permettant au maximum.

De même que cette méthode succès passés, cette recherche meilleure pour servir les grands nombres possibles de constituer la base des réels cours importants qui délivrent au cours des années à venir une solution importante sur les succès de la compagnie. Le succès de la compagnie assure une envergure unique et la gestion des fonds qu'il développe et la présence de l'entreprise canadienne. Ayant délivré un vaste marché en des consommateurs et le commerce mondial, United States a offert de ses services, ce qui a porté de croissance du potentiel de croissance de cette nouvelle décennie.

2^e rapport annuel pour l'exercice clos le 31 décembre 1970

d'Assurance Vie United Investment

La Compagnie

Research (Canada) Ltd. The present company was incorporated in 1961. United Accumulative Fund and United Investment Service. Through the 1960's United out-distanced the Canadian additions to its net assets and In September, 1967, United experienced spectacular growth with the amassing \$360 million in fund shareholders. But this. The following month the United began public participation in the United Venture Fund shares public; one month later the units were sold; the following month Life Assurance Company and United Horizon Fund shareholders in July of 1968. By the end of 1970 United had assets under management, shareholders, and insurance business of \$1.2 billion.

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The future

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(Canada) Ltd. Les débuts officiels de la compagnie sont actif net et de son nombre d'actionnaires. En septembre 1967, United Accumulative Fund de son expansion spectaculaire. Accumulatif 135,000 actions. Mais ce n'était là qu'un début. Le mois suivant, United American Fund a commencé à offrir ses actions au public; en Janvier 1968, les actions du United Venture Fund ont commencé à être vendues au public; un mois plus tard, les premières tranches du United Pension Fund ont été vendues; en août suivant, La Compagnie d'Assurance Vie United Investment Emmitait sa première police; Vie United Horizon Fund a eu ses premiers natis publics en juillet 1969. A la fin de 1970, United avait sous sa gestion \$390 millions d'actif net, 182,000 actionnaires des fonds et de 64 fois le montant de l'actif net total sous sa gestion.

Plus que tout autre facteur, la raison de ce succès phénoménal a été la facilité de United, de compré- dre le grand besoin chez le public, de moyens efficaces de s'assurer l'accumulation de capitaux et la protection familiale, et d'avoir pu offrir des plans de l'année à venir, United lance de nouveaux services pour servir les besoins financiers du plus grand nombre possible de personnes continuer à succès passés, cette recherche de méthodes toujours au maximum.

De même que cette méthode a permis de réaliser les succès de la compagnie, en ce qui concerne le développement et la présentation de ses programmes et la gestion des fonds qu'elle accumule, lui ont apporté la base des réalisations futures. Au cours de l'année à venir, United lancera de nouveaux services importants qui devraient avoir une réper- au cours des années à venir.

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L'avenir

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Planification

United Funds Management Ltd. a été fondé en 1954 sous le nom de Continental Investment Research

L'expansion de United

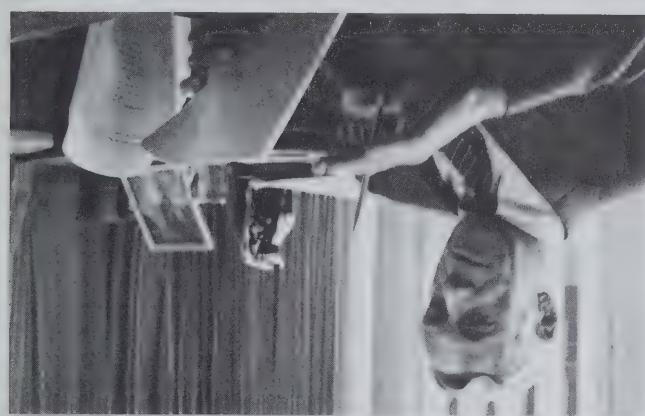
United Investors Services est le distributeur exclusif de gérage fonds de capital investissement United Ltd. United American Fund Ltd.; United Venture Fund Ltd.; United Horizon Fund Ltd. et United Pension Fund. Ces fonds sont tous gérés par United Fund Management Ltd., compagnie publique inscrite à la Bourse de Toronto. United Funds Management gère également l'actif de deux fonds non canadiens: United Funds Canada-International Ltd. et United Capital Investors Fund Ltd.

Les fonds

Un facteur important de cette attention continue, est un programme complet de services à la clientèle, qui comprend — pour un centre que quelques-uns — compétences, les transferts entre divers fonds United à court nominal, des plans d'épargne-retraite entre- gisistes bénéficiant de dégrèvements d'impôt et le programme "Invest-O-Matic" qui permet de faire des investissements automatiques réguliers et à Toronto — qui comprend les ordinateurs et l'emploi des dossier sur microfilms les plus modernes — assurant le traitement des commandes le jour même de leur réception et accelerant la récupération des dossiers pour permettre de répondre plus rapidement aux demandes de renseignements des clients.

Pour que chaque client puisse profiter pleinement d'une gamme aussi complète de produits et de services, il faut que ces programmes soient adaptés exactement à ses exigences. Les représentants United exactement avec leurs clients pour recueillir signent-les et leurs exigences à long terme avant de les aider à établir leurs objectifs au point de vue des investissements et de l'assurance. Au fur et à mesure des progrès du programme de chaque client au cours des années, les représentants de United restent en contact avec eux pour leur assurer une analyse et des commentaires de l'assurance.

Grâce à son choix varié de fonds mutuels et à sa gamme solidaire et complète de polices d'assurance temporelle, United est en mesure d'offrir aux investisseurs de toutes les catégories de revenus des programmes offrant diverses combinaisons d'investissements, d'assurance-vie et de protection de la succession. Ces programmes peuvent être adaptés en vertu d'une accumulation maximale de capital ou d'un revenu continu, et l'on offre aux clients une



ANSWER

Les premiers succès de United étaient fondés sur une compétition très simple — elle avait reconnu un certain besoin et elle offrait un produit rapidement satisfaisant. Depuis lors, cette service pour le secteur. Depuis lors, cette organisation certaine a connu un taux d'expansion vraiment remarquable en continuant à suivre cette conception.

Le produit et le service militaire faisait rapidement l'objet de l'acceptation du marché, mais la com-
me partie d'ailleurs, les gouts et les exigences du public différent. Pour offrir une variété de produits de la gagné à permettre au client d'adapter leurs préférances —
tissages plus étroitement à leurs préférences —
particulièrement, la compagnie lança une gamme de fonds mutuels offrant divers objectifs pour aux investissements. Au fur et à mesure de l'augmentation du nombre de produits, l'envergure des services de planification financière de la compagnie a été étendue.

L'HISTORIQUE DE UNITED

Investments

United Funds Management Ltd. est une entreprise canadienne offrant aux Canadiens un moyen de réaliser leurs services financiers spécifiquement conçus à cette fin. Traditionnellement, la création d'un certain avantage financier était considérée comme le privilège des riches. Il y avait plusieurs raisons à cela. Une des meilleures méthodes pour réaliser une augmentation de capital, c'est la participation à une entreprise de placements tendance à considérer cette méthode comme étant réservée à quelques rares personnes un manque de connaisseances sur la façon de s'y prendre. Enfin, les services de planification financière étaient largement offerts aux gros investisseurs. United a recommandé cette situation avait créé un véritable potentiel d'investisseurs petits et moyens qui n'étaient pas desservis. Ce qu'il fallait, c'étaient un produit appropié, des compétences sérieuses en ce qui concerne la planification et le moyen de présenter le produit à ces investisseurs.

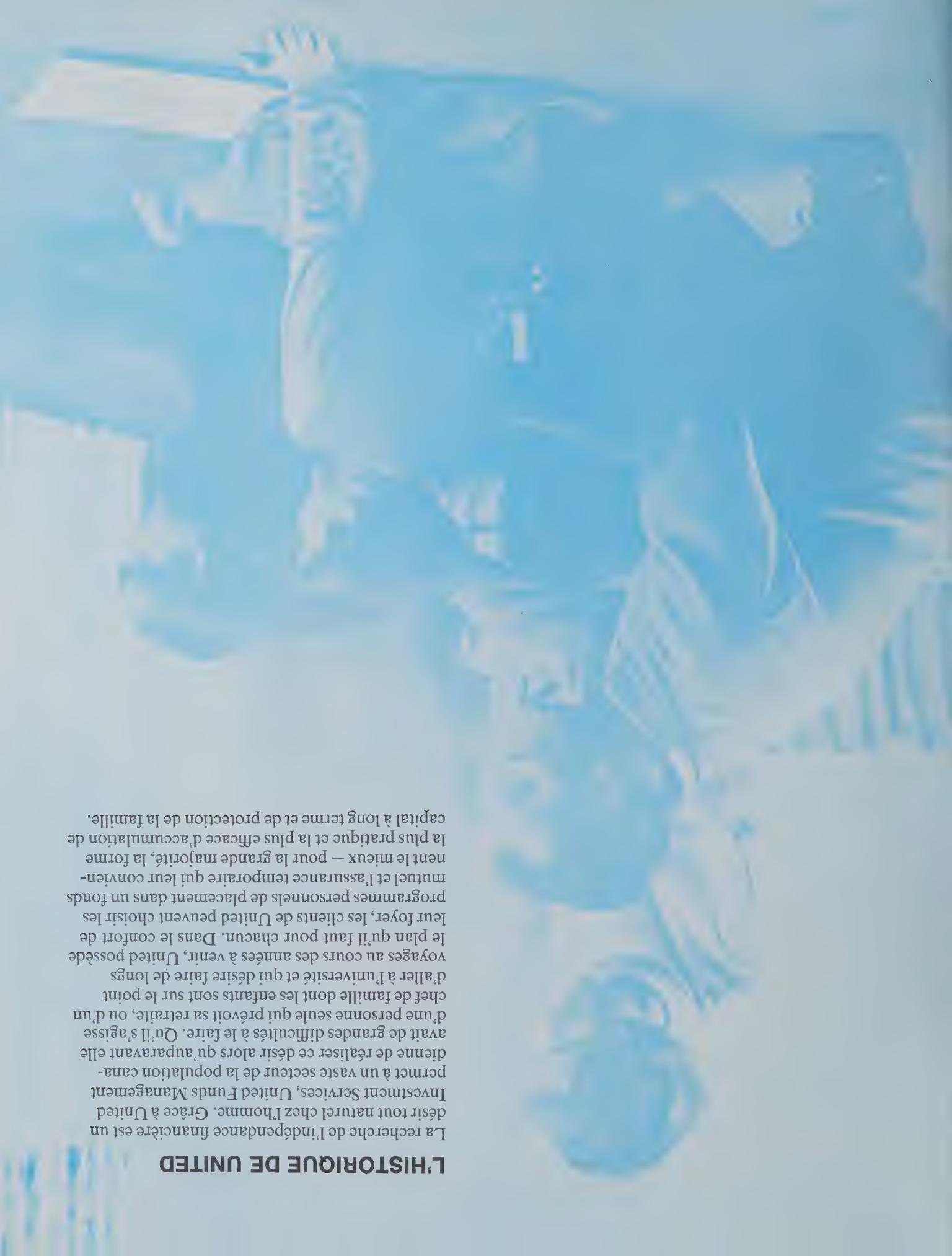
Les fonds mutuels, étant une méthode sûre pour accumuler des capitaux à long terme, étaient le choix évident. Ils offrent la possibilité de faire des investissements sous la forme de placements périodiques ou d'une sorte quelque, de n'importe quelles montants, ils sont constamment gérés par un personnel professionnel, leur vaste diversification assure une grande stabilité et ils permettent d'augmenter les bénéfices grâce aux investissements.

United Funds Management a réuni un groupe de directeurs d'investissements très compétents, afin d'effectuer une analyse financière et de choisir les meilleures façons de transmettre le message de la campagne dans les foyers et les bureaux dans tout le Canada. Il n'y a rien d'énorme que la réaction du public soit être enthousiaste et que l'organisation United n'ait pas tardé à devenir un facteur important du milieu des investissements.



UNITED FUNDS MANAGEMENT LTD.





La recherche de l'indépendance financière est un désir tout naturel chez l'homme. Grâce à United Investors tout Service, United Funds Management permet à un vaste secteur de la population canadienne de réaliser ce désir alors qu'un paravant elle avait de grandes difficultés à le faire. Qu'il s'agisse d'une personne seule qui prévoit sa retraite, ou d'un chef de famille dont les enfants sont sur le point de voyages au cours des années à venir, United possède d'aller à l'université et qui desire faire de longs le plan qu'il faut pour chacun. Dans le confort de leur foyer, les clients de United peuvent choisir les programmes personnels de placement dans un fonds mutual et l'assurance temporaire qui leur convient le mieux — pour la grande majorité, la forme la plus pratique et la plus efficace d'accumulation de capital à long terme et de protection de la famille.

L'HISTORIQUE DE UNITED



31 décembre 1970

quittance en cours au cours de l'année de souscription des polices, ont été rapportés et servent étales au fur et à mesure de la réception du revenu des primes. L'actif qui comprend les dépenses, l'actif qui est considéré comme actif et les impôts sur les revenus rapportés ont été déposées. Ces changements sont effectués par la compagnie d'assurance Vie United Investors pour effectuer l'augmentation de la part de la compagnie dans les gagnants de la compagnie d'assurance Vie United Investors.

La partie revenant à la compagnie des gains de la société améliorée Toronto Securities Company est incluse dans les revenus de \$156,096 en 1969. La partie revenant à la compagnie des gains de la compagnie de \$203,507 en 1970 est de \$156,096 en 1969.

Notes aux états financiers consolidés

J. B. Prendergast, administrator
Gordon E. Eddolls, administrator

\$5,402,180

A notre avis, ces états financiers consolidés présentent globalement la situation financière des compagnies au 31 décembre 1970 ainsi que leurs résultats d'exploitation et la provenance et l'affectation de leurs fonds au cours d'exercice clos à cette date, conformément aux principes comptables généralement reconnus, appliqués dans les mêmes manières qu'au cours de l'exercice précédent, après avoir donné effet rétroactif au changement de décret dans la note 1 aux états financiers consolidés.

Nous avons examiné le bilan consolidé de United Funds Management Ltd. et de ses filiales au 31 décembre 1970, ainsi que les consolidés du deuxième et des bénéfices non réalisés de la compagnie à ce date.

UNITED FUNDS MANAGEMENT LTD.

Aux actionnaires de

Volume 10 Number 10 October 2000

Verificatrices

Rapport des

Rapport des vérificateurs

UNITED FUNDS MANAGEMENT LTD.

Aux actionnaires de

Disponibilités:	1970	31 décembre
Encaisse (redressé)	\$ 102,463	\$ 238,285
Effets à court terme de compagnies,	2,052,054	1,289,120
au court, ce qui équivaut au marché		
Comptes à recevoir —	23,134	25,959
Clients, quant à la vente d'actions de fonds mutuels	170,651	201,897
Fonds mutuels, quant aux honoraires de gestion et de consultation	186,877	76,700
Autres	258,885	76,197
Depôts et frais payés d'avance	193,644	184,712
Total de l'actif	2,987,708	2,092,870
Fond mutuel sous gestion, au court (valeur de l'actif net en 1970 —	1,688,356	1,549,966
La Compagnie d'Assurance Vie, filiale, (note 1)		
Fonds mutuels sous gestion, au court (valeur de l'actif net en 1970 —	138,860	763,020
Autres compagnies Company, Société affiliée, au court	134,883	134,883
Toronto Securities Company, Société affiliée, au court	109,913	109,913
Autres placements, au court	2,072,012	2,557,782
Mobilier, équipement et améliorations		
Locatives, au court	857,111	848,431
Moins amortissement accumulé	514,651	438,999
	342,460	409,432
	\$ 5,402,180	\$ 5,060,084

Bilan consolidé



Etat consolidé de provenance et d'affectation des fonds

UNITED FUNDS MANAGEMENT LTD.



Etat consolidé du revenu et des bénéfices non répartis

UNITED FUNDS MANAGEMENT LTD.

En juillet 1970, j'ai eu le privilège d'assumer la direction du groupe de compagnies Unitec, en qualité de président et de directeur général de United Funds Management Ltd. Cette nomination m'a été partiellement agréable parce qu'elle me permet de revenir dans mon pays, après avoir occupé pendant 10 ans des fonctions de direction dans des sociétés aux Etats-Unis.

La direction de votre compagnie est d'avis que nous réalisons des augmentations des versements de fonds mutuels et d'assurance-vie et de l'actif sous gestion en 1971, ce qui ne manquera pas de se traduire par une amélioration des profits.

La politique du gouvernement fédéral visait à favoriser l'expansion économique à un rythme considérable des emplois d'œuvre, en même temps qu'à une augmentation progressive des salaires, créer un milieu favorable à une augmentation considérable des ventes de fonds mutuels. L'esprit de prudence chez les consommateurs en 1970 se reflétait dans l'accroissement progressif, au cours des 18 derniers mois, de l'épargne personnelle en tant que pourcentage du revenu disponible. À la fin d'année, le chiffre dépassait sept pour cent, soit 11,7 %, contre 9,6 % la même période de l'année précédente.

Toute l'expérience nous permet d'appréhender et de nous améliorer. Ce principe n'est pas moins vrai en période de pressions économiques, lorsque, nous sommes persuadés qu'une politique d'exploration plus efficace, la commercialisation d'un nombre croissant de produits et services nous permettra d'être bien préparés pour protéger des avantages du redressement économique aquatique et de redresser les marchés nosdr-américains, les fonds sous notre gestion ont adopté une attitude plus dynamique en ce qui concerne les placements et ont progressivement réduit leur encasse en espèces à moins de 10 pour cent. Au 17 février 1971, la valeur totale des fonds sous gestion avait atteint \$410,000,000.

Dès que 1970 a été une année difficile, c'est rester considérablement dans l'ombre de la victoire. Cependant, elle nous a permis de faire une réelle valuation critique.

LES PREVISIONS

Leveregue croissante de la compagnie assurance-vie a été marquée, en fin d'exercice, par le début de la mise en vente au public, à la fin de l'année, des actions de la compagnie dans le marché boursier. Des renseignements supplémentaires sur les activités de la compagnie d'assurance-vie sont contenus dans son rapport financier de 1970, qui accompagne ce rapport annuel.

ASSURANCE-VIE
La compagnie d'assurance Vie United Investment, filiale sous contrôle à 74,9 pour cent, a continué son expansion hors parti au point de vente du volume d'assurance-vie négocié. La valeur nominale des polices émises au cours de l'année atteint \$ 123,000,000 et l'assurance en vigueur au 31 décembre atteignait \$ 179,000,000. Des doubles permis pour la vente d'assurance-vie et de fonds mutuels sont maintenant émis par toutes les compagnies. A la fin de l'année, la compagnie avait 640 agents possédant une double permis. Les compagnies de cette filiale n'ont pas été consolidées avec celles de la compagnie parente.

COMMERCIALISATION

Les frais pour les recherches sur les investissements et sur la gestion des fonds ont augmenté par rapport à l'exercice précédent, car nous avons progressivement augmenté nos compétences en vue d'améliorer les résultats obtenus sur nos investissements.

Les frais de vente ont été réduits au cours de l'année grâce à l'évaluation critique des frais. Cette compression s'est traduite par la fermeture d'un certain nombre de bureaux de vente. On a mis l'accent sur la réduction diverses services offerts à nos clients.

Après la fin de l'année, les bureaux de gestion des fonds ont été réunis au siège des ventes et de l'administration. Cette mesure permettra nous seules d'effectuer des économies, mais également d'améliorer le rendement d'ensemble du siège social et la coordination des activités.

ADMINISTRATION

Millions	1970	1969	1970	1969
United Accumulative Fund Ltd.	\$288.0	\$332.2	3.2	2.1
United Venture Fund Ltd.	60.8	86.3	11.7	16.8
United American Fund Ltd.	7.2	10.9	7.2	10.9
United Horizon Fund Ltd.			11.7	16.8
United Pension Fund			3.2	2.1

Le régime — qui a atteint son point le plus bas vers le milieu de l'année — s'est traduit par une baisse des recettes brutes de l'United. La perte considérable d'intérêt parmi le public pour les investissements en titres s'est traduite par une baisse des ventes de nos fonds mutuels de \$130,400,000 en 1969 à \$37,500,000 en 1970. Les recettes sur les ventes (travaux de vente moins commissions des vendeurs) ont diminué de \$2,716,000 à \$1,074,000.

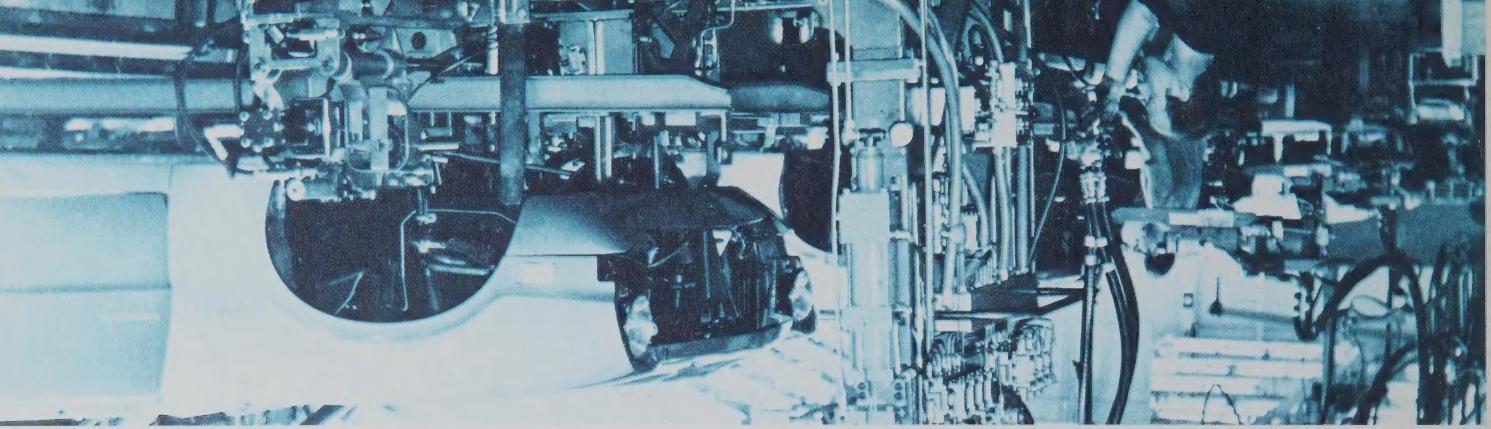
Un an à \$390,000 000 les honoraires de gestion réguliers par voie com-
munications ont baissé en conséquence de \$2,900,000 à \$2,261,000.

La partie constante totale des fonds a également été réduite de environ trois demi-
années, lorsque la libération du taux d'échange du dollar a modifié la nature des fonds investis dans des actions américaines.

La partie des fonds vendus au Canada à la fin de l'exercice était le résultat des divers fonds vendus au Canada à la fin de l'exercice.

SONS MUSICAUX





Rapport annuel pour l'exercice clos le 31 décembre 1970
United Funds Management Ltd.

